



SPOKANE COUNTY SHERIFF'S OFFICE  
TRAINING ANNOUNCEMENT



---

## Influencing with Integrity

---

**DATE:** February 12<sup>th</sup>, 2013 0830-1630

**LOCATION:** SCSO Training Center  
10319 E. Appleway  
Spokane Valley, WA 99206

**COST:** \$160

**DESCRIPTION:**

Learn how to ***ask for what you want***, increase trust, deal with "no," create buy-in and commitment, and confront without conflict or guilt. Interactive practice for immediate results. It's not rocket science. The concepts are very simple and based on a psychological model that has worked for thousands of people in international venues for the past thirty years. Operate from absolute integrity, improve your skills, and become more effective. You can get better at getting what you want, and perhaps even more importantly in the long run, you can do so while strengthening your relationships with your colleagues, employees and others.

This course is ideal for any level of employee, especially those who supervise the work of others, need to influence across "dotted line" reporting or outside contractors, vendors, clients, or volunteers, are potential leaders and rising stars, struggle with communicating effectively and/or respectfully and individual contributors.

Outcomes and results may include increased effective communication, decreased stress and stressful interactions, improved accountability and performance, increased efficiency and productivity, improved working environment, ability to better manage conflict and confrontation, dealing with difficult people and issues more effectively, and positively impacting organizational goals, mission and the bottom line.

## INSTRUCTOR:



**Maria Agnew**

**Director of Business Development** at Libby Wagner and Associates.

Prior to joining Libby Wagner & Associates, Maria worked in law enforcement for 24 years, with 15 years in supervisor positions. The last five years of her career, she was the only female member of the command staff, serving as a Lieutenant.

Maria's work with the public sector includes law enforcement, corrections, the courts and various other elements of the United States Forest Service and the Bureau of Land Management.

Maria holds a **Wagner Certification™** in **Influencing With Integrity, Problem Solving & Confronting Without Conflict, Managing High Performance Groups & Teams and Performance Conversations**. She is also a **Wagner Certified™** Master Trainer.

Maria has a Masters degree in Organizational Development emphasizing interpersonal development and accountability. She is based out of Washington State.

## REGISTRATION:

To register, please visit the following website:

<http://www.eventbrite.com/event/5182665492>

